

No 'Beeting' the TSA Team!

Thainstone Specialist Auctions has continued to be extremely busy and demand for our valuation, sales and appraisal services has been strong throughout the second half of the year.

The changing marketplace and trading environment has brought its challenges to our business but we continue to face these head on and provide the high levels of service required by our customers.

Perhaps the most unusual item we recently sold was a 2004 Vervaet Beeteater 925 sugar beet harvester. It involved travelling to England to value and sell this red coloured monster-sized machine as there is no sugar beet grown commercially in Scotland.

Despite the tough task, the TSA team rose to the challenge and we were pleased to find a buyer in the Netherlands for this highly specialist item.

Our valuation and audit services have been busy with instructions received from banks, asset finance companies, insolvency practitioners and normal trading businesses.

The diverse range of instructions provides the type of challenges relished by our team and our unique position within the market allows us to respond with the professionalism required.

Areas of industry and types of valuation instructions received since July include; commercial vehicles and vintage cars; mobile plant, equipment and machinery; oil services equipment; a marine vessel and quota; fish processing equipment; catering equipment; and office furniture.

Vintage valuations

The vintage cars we valued included a 1959 Jaguar XK150 3.8 coupe; a Bristol 405 coupe; a Bristol 411 series 3; an AC Greyhound and a Lotus Elan+2.



Jaguar XK 150 3.8 Coupe valued recently, the vehicle had been lying in storage for over a year hence the dust

We anticipate that the demand for these valuation services will remain high and we look forward to 2011.

As a result, we are planning to increase our coverage and offer our services to more clients particularly in the central belt of Scotland. With this in mind we are investigating various options and looking to expand the team with additional resources to meet this challenge.

Dispersals

We have been pleased to receive instructions to conduct a number of dispersal sales throughout the year, including in the last six months, sales for Mathers Ltd; Alexander Adamson; Kingswells Bodybuilders; Northern Construction Services; NTP Kitchens & Joinery Ltd - Edinburgh and Inverness; Balgonie House Hotel at Ballater on Deeside; Mrs Paterson - Blackburn Smiddy and Linda, Harry and Margaret Finnie.

In addition, we have received instructions from various Administrators to hold some notable sales in the second half of the year particularly the sale on behalf of the Administrator Zolfo Cooper of the assets from Hunter & Clark Ltd., a well known Scottish building and restoration company

This was notable because the business was based in Glasgow but unfortunately it was not

Size doesn't matter - TSA sold the Beeteater





possible to hold the sale at the company's premises. It was therefore decided with the Administrator that we would transport the main items of mobile plant and equipment and include them within the Thainstone Saturday sale – in total eight lorry loads of equipment.



Sold at our popular saturday sale - lorry tractor unit from MM & LM Finnie of Bathangie, Cuminestown, Turriff.

The remaining more specialised assets were then sold by private treaty from site. These included a number of very large stone cutting saws. (pictured below).

We have also been clocking up the miles again with visits far and wide including amongst others, to Orkney to value and then sell by auction, on behalf of Ernst and Young LLP, the assets from the business of Andrew H Wilson Electrical.

This was a major building company on Orkney and it was fantastic to see such a large turnout of buyers in support of the sale.

Sales have also been held at the Kelman

Engineering sites in Turriff and Brechin and were held on behalf of the Administrator, KPMG LLP.

Saturday sales

The Thainstone Saturday sales have also proved to be extremely popular with a huge selection of items on offer and always drawing a large attendance.

There are eight sales a year with everything on offer from commercial vehicles, 4x4's, excavators, digger loaders, trailers, tractors, agricultural machinery and equipment, builders, engineering and horticultural plant, equipment and hand tools.

The final Saturday sale of the year also included the fleet dispersal of haulage business MM & LM finnie of Bathangie, Cuminestown, Turriff, which was owned by former Truckfest champion, Linda Finnie.

FACT FILE

- TSA operates from Thainstone Centre, Inverurie, Aberdeenshire and from Kirknewton, near Livingston in West Lothian.
- Staff travel across Scotland and other parts of the UK to carry out valuations and auctions.
- TSA sells around 4500 cars a year at its Thainstone vehicle auctions.



Not one for the garden shed - huge stone cutter sold by TSA

Cementing our reputation for vehicle sales

The past year has seen our vehicle auction cement its reputation within the North East marketplace. Our Monday and Thursday sales have both had steady numbers of vehicles entered and sold.

This is especially pleasing given the difficult trading environment and relative shortage of vehicles in the market.

We also continue to provide secure vehicle storage for new cars and commercial vehicles which keeps our vehicle transporter busy delivering around the North-east and collecting used vehicles in return.

This ensures a steady supply of main dealer stock for our sales and ensures that every sale has fresh vehicles for prospective purchasers.

Technology continues to play its part and our website, updated regularly throughout the day, displays details of the vehicles on site that are for sale. This is particularly useful for all buyers and we hope to develop this further in 2011.



The TSA website is playing its part in generating awareness and is due to be developed further in 2011

Commercial vehicles are also selling well and we continue to deal with major fleet companies. Tractors and plant always have a steady demand and we have seen both newer machines and good condition older machines easily sold at our sales.

Regular consignments from all the local authorities help add to the wide range of equipment on offer.

If you would like to find out more about buying or selling any type of vehicle please contact me on 01467-623770 or by email at: andy.birtwistle@goanm.co.uk.